























#### GENERAL ANILINE WORKS DIVISION

# Dyestuffs and Pigments

[for textiles, paper, leather, furs, rubber, plastics, paints, inks and other materials) Vat and Algosol Azo (acid, basic, chrome, direct) Triphenylmethane (acid, basic) Alizarine Heliogen Naphthol Fast-color salts and bases Rapidogen and rapid fast colors Celliton and Cellitazol

## Dyestuff Intermediates

Lake and sulphur colors

Azosol, nigrosine and sudan

#### Textile Auxiliaries for

Wetting and cleansing Mothproofing and fireproofing Waterproofing Dispersing and emulsifying Leveling and developing Fixing and stripping Finishing

# Mildew Preventives.

Tanning Agents

#### ANTARA PRODUCTS DIVISION

Consumer Products (Synthetic Detergents)

Glim Chat

Other detergents

# Industrial Products

Carbonyl iron powders Polectron Iron pentacarbonyl Industrial surface active agents Emulsifiers Koresin Orthner compound

#### Acetylene Products

Vinyl ethers Butynedial

## OZALID DIVISION

#### Ozalid Machines

Printmaster Super "B" Streamliner Ozacoupler Microfilm duplicator

#### Ozalid Sensitized Materials

Papers, cloths, foils and films in black, blue. red and sepia lines, single or double Dryphoto and Ozaplastic papers Ozachrome films

#### ANSCO DIVISION

Amateur Film, Black and White

Roll film Cartridge film Motion picture film

# Professional Film, Black and White

Portrait film Graphic arts film Film packs

#### Color Products

Motion picture film Roll film Cartridge film Cut sheet film Printon paper Color paper Chemicals and sundry items :

#### X-Ray Film

Industrial Medical Dental

# Photographic Paper, Black and White

Contact Projection Proof Reflex printing.

# Amateur Cameras and Accessories

Rediflex Clipper Pioneer Panda Shur Shot Speedex

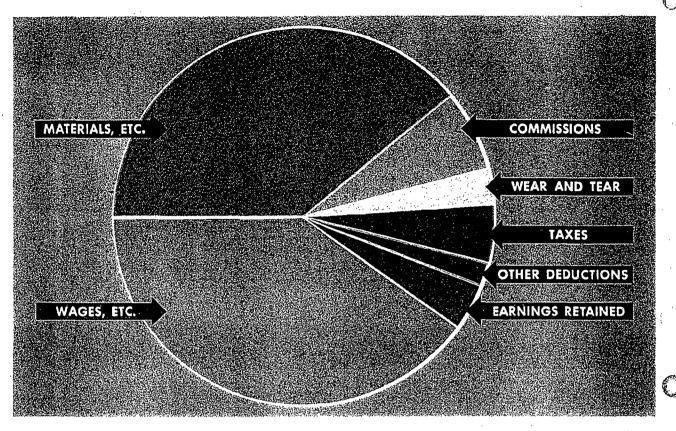
Reflex f 3.5

# Professional Cameras and Accessories

Photographic Chemicals

Darkroom Equipment and Supplies

# HOW THE 1947 INCOME WAS USED



	•	Per Dollar of Income
The Company Received:		-
Value of products sold	§75,009,000	\$ .99
Interest, royalties on licensed patents, profit on sale of securities, etc	808,000	.01
Total Income Received From All Sources	\$75,817,000	\$1.00
The Company Spent or Set Aside for:		
Wages, salaries and cost of employee benefits required in making products sold	\$30,082,000	<b>§ .40</b>
Materials and other costs and expenses required in making products sold	29,791,000	.39
Commissions paid to others on products sold	5,526,000	.07
Wear and tear on buildings, machinery and equipment	2,140,000	.03
Federal, state and local taxes	3,620,600	.05
Other deductions including interest paid of \$390,000	1,325,000	.02
Total Amount Spent or Set Aside	\$72,484,000	\$ .96
Earnings Retained in the Business	\$ 3,333,000	\$ .04
		====

(The above classification of expenses is necessarily approximate)

#### To the Stockholders:

Sales in 1947 were \$75,009,538, the largest in the company's history and \$10,819,990 more than in the previous year. Net earnings were \$3,333,250 compared with \$3,188,895 in 1946. Profit per share of Common A stock outstanding increased to \$4.55 in 1947 from \$4.35 in 1946.

The management does not consider that earnings from the year's operations were satisfactory and, for many months, has been studying basic factors which affect the corporation's potential earning capacity. In 1947 costs and expenses increased over ten million dollars. These included a rise of \$3,134,000 in wages, salaries and cost of employee benefits and substantial increases in costs of purchased materials, fuels and transportation. In an effort to counteract these rising costs, studies were made of the company's products, manufacturing processes, warehouse practices, personnel requirements and other related matters and many economies were effected.

One of the main factors which affect the earning potential of the company is the lack of integration which makes it dependent for raw materials on outside suppliers. Many of these suppliers are manufacturers whose finished products compete directly with those of this corporation. Before the war, the company secured many of these raw materials from abroad. During the war years, the government allocated materials which met these needs. Since that

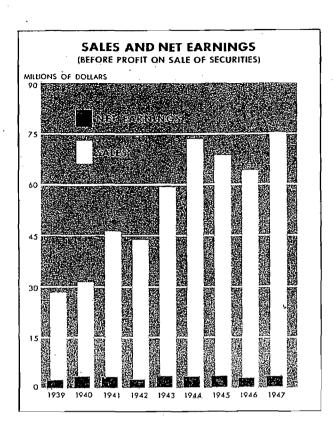
time the inability to procure these materials at the times and in the quantities required has resulted in inefficient scheduling, restricted production and increased costs. The management is directing intensive effort to solving this problem of integration, and the expansion program now in progress is a step toward its solution.

#### **WORKING CAPITAL**

Working capital, or net current assets, increased \$3,802,957 or 9.5% over 1946 as explained below:

#### Source of Funds:

Operations—	
Net earnings for the year	\$ 3,333,250
Depreciation charged to profit and loss  Proceeds from loan	2,139,821 15,500,000
Total funds provided	\$20,973,071
Application of Funds:	
Additions to plant and equipment less retirements and sales of	
\$106,460	\$ 6,281,754
Reduction in serial notes outstanding	500,000
U. S. government securities segregated for plant additions	10,000,000
Applied to other purposes	388,360
Total funds applied	\$17,170,114
Increase in working capital (excess of funds provided)	\$ 3,802,957



#### PLANT AND EQUIPMENT

At the end of 1947 the book value of the company's investment in plant and equipment, excluding land and land improvements, was \$52,006,372 at cost and \$32,510,147 after deductions for depreciation. Based on an appraisal made for insurance purposes early in 1947, the replacement cost was over \$77,000,000 and about \$60,000,000 after depreciation.

### **EXPANSION PROGRAM**

The expansion program, planned in 1946, is expected to be largely completed during the next two years. Demand for the company's products, which has continued generally in excess of production, and prospects for the future indicate the desirability of the program.

Gross additions to plant and equipment in 1947 amounted to \$6,388,214.

The new dryroom building and certain increased facilities for manufacturing intermediates at Rensselaer were placed in operation. In addition, construction was begun on a building to provide increased capacity for production of intermediates and foundations were laid for an extension of the plant steam facilities.

At the Grasselli plant the installation of additional equipment to increase vat color capacity was substantially completed and construction started during the year on new facilities for dyestuffs production.

Ansco's new power plant at Binghamton was completed and placed in operation last August. Work has begun on an extension of the film plant, scheduled for completion and operation in 1949, which will increase manufacturing capacity by the equivalent of about 30,000,000 spools of roll film annually. Service to mid-west and far-west customers was improved through the installation of film processing facilities for all types of amateur motion picture film in Chicago.

At Johnson City the Ozalid Division's production, research and office building was completed and occupied. This building substantially increases the size of the plant and houses a new paper sensitizing machine, believed to be the largest and fastest in the world.

The company expects to spend approximately \$20,000,000 during 1948 and 1949 on expansion and replacements.

#### **NEW FINANCING**

On July 11, 1947, the company borrowed \$15,500,000 from the Metropolitan Life Insurance Company on a note due in 1967 with required prepayment in annual installments beginning in 1956. The note may otherwise be prepaid at any time at varying premiums.

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# DIVIDEND POLICY

To assure the completion of the expansion program and to meet increasing requirements for working capital which result from higher costs and expanding operations, the Board of Directors considered it prudent to retain available cash and to pay no dividends during the year.

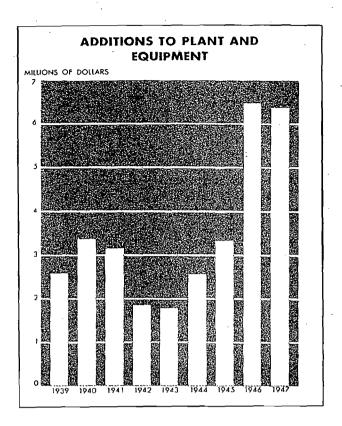
#### RESEARCH

Expenditures on research during 1947 amounted to 4.95% of sales as compared with 4.88% in 1946. In addition to work on existing products, a substantial part of the company's research effort is directed toward new products and processes some of which, when fully developed, may broaden the corporation's present fields.

# NEW PRODUCTS AND MARKETS

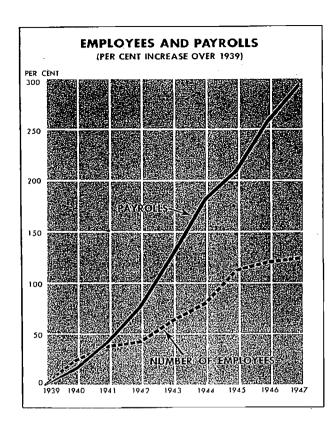
A number of new dyestuffs, textile auxiliaries and intermediates were introduced during the year. Other new chemical products, including vinyl ethers and butynediol mentioned in the 1946 report, were made available in increased quantities for research and development purposes. A polymer of vinyl methyl ether with possible application in the latex and adhesive industries was announced. Orthner compound, an agent which was introduced a few years ago for improving the spinning of rayon, received increased acceptance by the industry and new applications were found for carbonyl iron powder in the electronics field, specifically in television and radio.

After two years of thorough consumer acceptance studies, a new liquid detergent especially designed for washing dishes and sold under the trade name Glim was introduced in sections of Michigan, Indiana and Ohio, a hard



water area, as well as in parts of several middle Atlantic states. Another new detergent, Chat, designed for use in mechanical dishwashers was put on the market during the year.

Three cameras introduced by Ansco during 1947, the Panda, Rediflex and Reflex f3.5, met with favorable market acceptance. The latter, a high precision type, is considered one of the finest roll film cameras. Other new product developments at Ansco were an improved Printon imparting to color prints a clearer white and generally improved color rendition, a non-toxic color developer and a superior, hardened emulsion for roll film, making it more adaptable to processing in tropical countries. In addition, a new method of making color sensitizing dyes was developed which improves both the speed and quality of color film. Indiatone, a new photographic paper, was introduced



during 1947 and has since been in large demand.

The Ozalid Streamliner, a printing and developing machine first introduced late in 1946 was well received in the market during 1947. The availability of this small, compact unit together with an intensive market development program, has resulted in an increase in the number of applications of the Ozalid process outside the engineering field. A new plastic coated cloth base product called Ozacloth was first offered for sale in October, 1947.

#### **EXPORTS**

During 1947 export outlets for the company's products were further expanded. Ansco arranged for the establishment of several processing stations for film in Europe, Central and

South America, and Ozalid is now represented in forty foreign countries. Sales in foreign countries were 29% greater than last year.

#### **PATENTS**

The company possesses an extensive patent portfolio numbering some 3,500 United States patents. During the war the company adopted, and has since been following, a policy of liberal licensing. In the years 1942-1947 patent licenses, touching but a small part of the portfolio, brought in royalty income of considerably more than \$1,000,000. In six years the company tripled its annual income derived from licensing and in addition secured valuable cross-licenses under the patents of others.

In an effort to expand further the company's licensing program, the Board of Directors has authorized the management to enter the company's patents on the Register of Patents Available for Licensing or Sale maintained by the Patent Office in Washington and to publish a brochure containing abstracts of the company's patents for the benefit of prospective licensees. By this action, the company hopes to bring available patents to the attention of others and thereby increase its future income from this source.

#### **BOARD OF DIRECTORS AND MANAGEMENT**

The Board of Directors now consists of eleven members; of these John S. Bugas, Jack Frye, Robert Heller, Richard C. Patterson, Jr. and Cary R. Wagner, were elected during 1947. On April 14th Mr. Frye was chosen chairman of the board and on August 1st he became president succeeding George W. Burpee, who resigned to resume his prewar engineering practice, but has continued as a director. In November, 1947 Mr. Frye was elected president of General Dyestuff Corporation, which sells dyestuffs manufactured by the General Aniline Works Division.

Other changes in management during the year include the appointment of:

HERBERT L. ABRONS, Resident Counsel, formerly Special Assistant to the Attorney General of the United States

W. B. HARRISON, Treasurer, formerly Assistant Treasurer

DAVID E. PIERCE, Chief Engineer, formerly Chief Engineer, General Aniline Works Division

CARY R. WAGNER, Vice President in Charge of Research and Development, formerly Chief Chemist and Chairman of the Refinery Control Board of the Pure Oil Company

CHANDLER T. WHITE, General Manager of General Aniline Works Division, formerly Manager of Rensselaer Plant

#### **EMPLOYEES**

There were 9,530 employees at the end of 1947 more than 30% of whom are veterans of World War II.

Employee benefit programs, partially or fully financed by the company, include job-training, vacations, sick benefits, severance pay, retirement plan and life insurance.

The harmonious relationship between management and employees continued through 1947. There have been no authorized strikes since the company was incorporated in 1929. The absentee rate in 1947 continued at a rela-



This reproduction was made from a 4 x 5" Ansco Color transparency.

tively low level, and the rate of labor turnover was approximately half that of the national average as reported by the National Industrial Conference Board.

# and David L. Bazelon, Assistant Attorney General and Director of the Office of Alien Property, who have rendered the company valuable counsel and assistance.

By order of the Board of Directors,

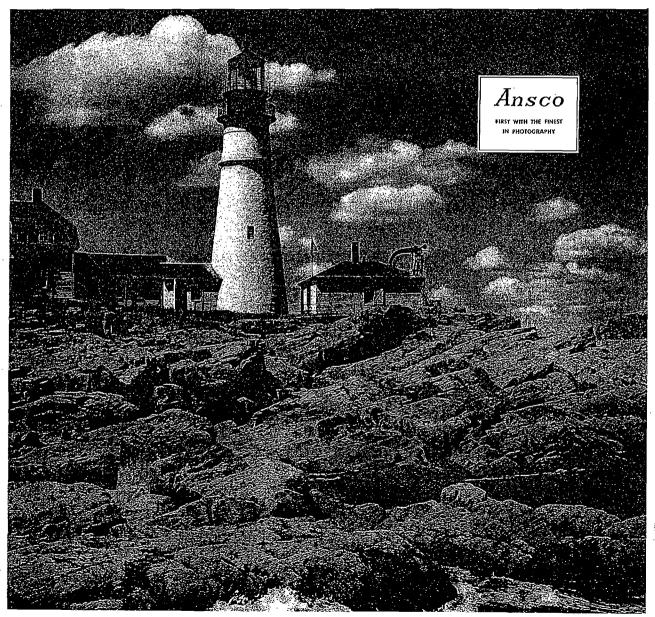
Van Trys President and Chairman of the Board.

New York, N. Y. March 26, 1948.

**ACKNOWLEDGMENT** 

The directors and officers express their appreciation to the employees of the company without whose loyal and honest efforts the year's accomplishments would have been impossible, and to Tom C. Clark, Attorney General,

PORTLAND HEAD LIGHT, one of the most famous photographic subjects on the picturesque coast of Maine.



#### ARTHUR ANDERSEN & CO.

To the Board of Directors,

General Aniline & Film Corporation:

We have examined the statement of consolidated financial position of General Aniline & Film Corporation (a Delaware corporation) and subsidiary companies as of December 31, 1947, and the statements of consolidated earnings and earnings retained in the business for the year then ended, have reviewed the systems of internal control and the accounting procedures of the companies and, without making a detailed audit of the transactions, have examined or tested accounting records of the companies and other supporting evidence, by methods and to the extent we deemed appropriate. Our examination was made in accordance with generally accepted auditing standards applicable in the circumstances and included all procedures which we considered necessary. We had previously made a similiar examination for the year ended December 31, 1946.

In our opinion, the accompanying statement of consolidated financial position and related statements of consolidated earnings and earnings retained in the business present fairly the position of the companies as of December 31, 1947 and the results of their operations for the year ended that date, and are in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

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New York, N. Y. March 3, 1948.

# STATEMENTS OF CONSOLIDATED FINANCIAL POSITION

## NET ASSETS EMPLOYED IN THE BUSINESS

·	December 31 1947 1946	
Current Assets:	1747	1740
Cash	\$ 6,819,464	\$ 7,186,621
U.S. and Canadian government securities, at lower of cost or market.	7,575,355	7,064,385
Receivables (less reserves: 1947, \$175,059; 1946, \$172,800)	8,196,460	7,518,720
lower of average cost or market	30,816,349	27,151,949
Total current assets	53,407,628	48,921,675
Less—Current Liabilities:		
Notes payable	500,000	500,000
Accounts payable	3,068,864	3,001,909
Taxes withheld at source	824,707	738, <b>45</b> 5
Accrued taxes, wages, etc.	1,339,936	1,251,185
Provision for Federal income tax	3,481,150	3,059,956
Reserve for workmen's compensation self-insurance, etc	486,381	466,537
Total current liabilities	9,701,038	9,018,042
Working Capital (Current assets less current liabilities)	43,706,590	39,903,633
Investments, Prepaid Expenses, Etc.:		
Marketable securities, at the lower of cost or market	178,029	178,319
Investment in foreign subsidiary not consolidated, at cost	52,555	52,555
Investment in common stock of I. G. Chemie	30,945	30,945
Prepaid expenses and deferred charges	1,043,277	654,687
•	1,304,806	916,506
U. S. Government Securities Segregated for Plant Additions, at lower of cost or market.	10,000,000	
Fixed Assets, at cost:		
Land and improvements, buildings, machinery, equipment, etc	53,338,716	47,641,457
Less-Reserves for depreciation	19,596,251	18,040,925
•	33,742,465	29,600,532
Patents, Trade-Marks and Formulas	1	I
Net Assets Employed in the Business	\$88,753,862	\$ <del>70,420,672</del>

#### SOURCES FROM WHICH NET ASSETS WERE PROVIDED

	December 31 1947 1946	
Borrowed Capital:		
1%% notes payable, due serially to 1955	\$ 8,500,000	\$ 9,000,000
2.95% note payable, due June 1, 1967 (to be prepaid \$1,000,000 each June 1 from 1956 to 1966, inclusive)	15,500,000	
	24,000,000	9,000,000
Equity Capital and Earnings Retained in the Business (Note 1):		
Capital stock—	•	
Common A stock of no par value, stated at \$25 per share, authorized 3,000,000 shares, issued 529,701 shares (preference on liquidation \$75 per share or \$39,574,740)	13,242,525	13,242,525
Common B stock of \$1 par value, authorized and issued 3,000,000 shares	3,000,000	3,000,000
Capital surplus	12,902,432	12,902,432
Earnings retained in the business—		
Unappropriated (as of December 31, 1947 \$32,008,101 was not available for payment of dividends on capital stock under terms of loan agreement)	35,674,702	32,341,452
Appropriated for possible future inventory price declines (Note 2)	1,000,000	1,000,000
	65,819,659	62,486,409
Deduct-Stock held in treasury-		
Common A stock, 2,037.8 shares in 1947 and 2,037.1 in 1946, at cost	115,797	115,737
Common B stock, 950,000 shares at par value of \$1 per share (cost \$1,900,000)	950,000	950,000
	1,065,797	1,065,737
Total equity capital and earnings retained in the business	64,753,862	61,420,672
Sources from which Net Assets were Provided	\$88,753,862	\$70,420,672

#### Notes:

- (1) The Certificate of Incorporation provides that dividends per share are to be paid on the capital stock only in the ratio of 10 for the Common A stock to 1 for the Common B stock.

  As of December 31, 1947, title to 475,707 of the 527,663.2 outstanding shares of Common A stock and all of the outstanding Common B stock was vested in the Attorney General of the United States.
- (2) For comparative purposes, the 1946 balance represents the reserve for contingencies of \$1,000,000 transferred in 1947 to appropriated earnings retained in the business.
- (3) At December 31, 1947, there were certain civil lawsuits and claims pending against the Company, which, in the opinion of the management, are immaterial in relation to the total assets or operations of the companies. In addition, three indictments are still pending against the Company for alleged violation, prior to February 1942, of the antitrust laws.
- (4) Reference is made to the comments in the President's letter on page 6 regarding the Company's patents and to the comments contained in the Annual Reports for 1945 and 1946.

# STATEMENTS OF CONSOLIDATED EARNINGS

# GENERAL ANILINE & FILM CORPORATION AND SUBSIDIARY COMPANIES

	Year Ended December 31		
	1947	1946	
Net Sales	\$75,009,538	\$64,189,548	
Income and Profit on Securities	94,631	464,897	
Total	75,104,169	64,654,445	
Costs and Expenses:			
Cost of products sold	48,850,919	41,434,623	
Commissions to General Dyestuff Corporation, sales agent for dyestuffs	5,525,973	5,189,928	
Other distribution and selling expenses	7,910,170	6,873,032	
Research and development expenses	3,713,921	3,135,021	
Administrative and general expenses	2,744,081	2,677,012	
Interest on borrowed capital	390,143	183,594	
Other deductions or (income)—net	222,712	(57,660)	
Provision for Federal income tax	2,413,000	2,030,000	
Total	71,770,919	61,465,550	
Net earnings for the year	\$ 3,333,250	\$ 3,188,895	
Per share of Common A stock	\$4.55	<b>\$4.</b> 35	

#### Notes:

- (1) Provision for depreciation charged to costs and expenses amounted to \$2,139,821 in 1947 and \$2,073,702 in 1946.
- (2) The dyestuffs and textile auxiliaries manufactured by the Company are, with some minor exceptions, sold exclusively by General Dyestuff Corporation under arrangements described in the Annual Report for 1942.

# GENERAL ANILINE & FILM CORPORATION AND SUBSIDIARY COMPANIES

## FOR THE YEAR ENDED DECEMBER 31, 1947

#### UNAPPROPRIATED

Balance, December 31, 1946	\$ 32,341,452	
Net earnings for the year	3,333,250	
Balance, December 31, 1947	\$ 35,674,702	
APPROPRIATED		
Balance, December 31, 1946	. <b>\$</b> —	
Reserve for contingencies transferred hereto in 1947 for possible future inventory price declines, by action of the Board of Directors	1,000,000	
Balance, December 31, 1947	\$ 1,000,000	

# GENERAL ANILINE & FILM CORPORATION AND SUBSIDIARY COMPANIES

	For the Year Ended December 31 (000 omitted)					
	1947	1946	1945	1944	1943	1942
Net Sales	\$75,009	\$64,190	\$68,659	\$73,311	<b>\$59,233</b>	\$43,767
Income and Profit on Securities	95	465	575	1,874	1,132	746
Total	75,104	64,655	69,234	75,185	60,365	44,513
Costs and Expenses:						
Cost of products sold	48,851	41,435	42,220	40,250	34,458	25,958
Commissions to General Dyestuff Corporation, sales agent for dyestuffs	5,526	5,190	5,480	6,024	4,805	3,283
Other selling, general and administrative expenses	14,368	12,685	10,585	10,052	6,380	5,413
Interest and amortization on borrowed capital	390	184	690	866	1,026	1,152
Other deductions or (income)—net	223	(58)	(218)	57	61	135
Provision for Federal income and excess profits taxes	2,413	2,030	6,001	12,123	9,009	5,440
Special provision for depreciation of emergency facilities (\$1,036) less prior years' tax credits resulting from accelerated amortization	<del></del>	_	575	_		
Provision for renegotiation and deferred costs related to war period	· ·			1,000	562	109
Total	71,771	61,466	65,333	70,372	56,301	41,490
Net earnings for the year	\$ 3,333	\$ 3,189	\$ 3,901	\$ 4,813	<b>\$ 4,0</b> 64	<b>\$ 3,023</b>
Per share of Common A stock	\$ <b>4.</b> 55	<del>\$4.35</del>	\$5.32	\$6.57	\$5.55	\$4.13
Provision for depreciation charged to costs and expenses	\$ 2,140	\$ 2,074	\$ 2,049	\$ 1,879	\$ 1,906	<b>3</b> 1,656

#### Notes:

- (1) The profit of \$7,536[000] (after Federal income tax) on the sale of the Winthrop Chemical Company investment in 1945 was credited directly to earnings retained in the business. Losses on the investment in common stock of I. G. Chemie have been debited to earnings retained in the business.
- (2) Certain items debited or credited on the books to earnings retained in the business have been restated in the above summary and applied to the appropriate year, with a consequent change in the net earnings as originally shown in the annual reports.

# DIRECTORS AND OFFICERS

# GENERAL ANILINE & FILM CORPORATION

#### DIRECTORS

COLVIN W. BROWN, Publisher

JOHN S. BUGAS, Vice President and Director of Industrial Relations, Ford Motor Company
GEORGE W. BURPEE\*, Partner, Coverdale & Colpitts
WILLIAM H. COVERDALE\*, Senior Partner, Coverdale & Colpitts

T. COLBURN DAYIS, Chairman of the Board, Missouri Pacific Railroad Company

JACK FRYE\*, President and Chairman of the Board, General Aniline & Film Corporation

ROBERT HELLER, President, Robert Heller & Associates, Incorporated

LOUIS JOHNSON\*, Senior Partner, Steptoe & Johnson

RICHARD C. PATTERSON, JR., Corporation Director

FRED HOFFMAN RHODES, Director of the School of Chemical and Metallurgical Engineering, Cornell University CARY R. WAGNER\*, Vice President in Charge of Research and Development, General Aniline & Film Corporation

\* Member of Executive Committee

#### PRINCIPAL OFFICERS

JACK FRYE, President and Chairman of the Board
JOE W. COFFMAN, Vice President in Charge of the
Ozalid Division

W. I. McNEILL, Vice President and Controller
CARY R. WAGNER, Vice President in Charge of Research and Development

E. ALLAN WILLIFORD, Vice President in Charge of the Ansco Division

W. B. HARRISON, Treasurer

FRANCIS A. GIBBONS, Secretary

#### GENERAL COUNSEL

STEPTOE & JOHNSON, Washington, D. C.

#### RESIDENT COUNSEL

HERBERT L. ABRONS

#### TRANSFER AGENTS

CITY BANK FARMERS TRUST COMPANY 22 William Street, New York 15, N. Y.

CORPORATION TRUST COMPANY 15 Exchange Place, Jersey City 2, N. J.

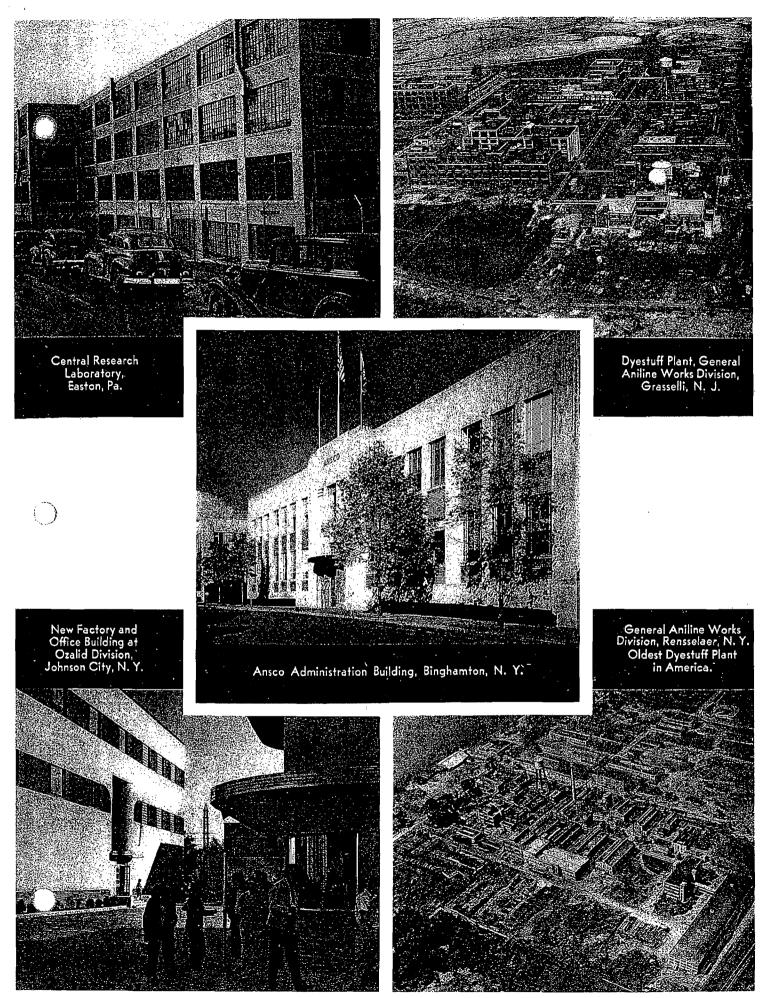
# REGISTRARS

BANK OF THE MANHATTAN COMPANY 40 Wall Street, New York 15, N. Y.

COMMERCIAL TRUST COMPANY OF NEW JERSEY
15 Exchange Place, Jersey City 2, N. J.

# PLANTS AND OFFICES

230 Park Avenue, New York 17, New York MANUFACTURING PLANTS General Aniline Works Division Grasselli, New Jersey; Rensselaer, New York Ansco Division Binghamton, New York Ozalid Division Johnson City, New York; Detroit, Michigan; Oakland, California CENTRAL RESEARCH LABORATORY Easton, Pennsylvania OFFICES OF GENERAL ANNUME WORKS: DIVISION 435 Hudson Street, New York 14, New York ANSCO DIVISION Binghamton, New York; Boston, Massachusetts; Chicago, Illinois; Cincinnati, Ohio; Hollywood, California; Dallas, Texas; Los Angeles, California; New York, New York; San Francisco, California; Washington, D. C.; Toronto, Canada OZALID DIVISIONS Johnson City, New York; Atlanta, Georgia; Buffalo, New York; Chicago, Illinois: Detroit, Michigan; Los Angeles, California; New York, New York; Oakland, California OFFICES OF ANTARASPRODUCT DIVISION 444 Madison Avenue, New York 22, New York; Camden, New Jersey; Fort Wayne, Indiana; Oakland, California



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